



### Location of Seminar

ABSDA Members Building, 70 Englehart St., Dieppe, NB

This course will give you the tools and training to help give better customer service in the estimating of building materials for house, roof and metal sheathing projects. It details and explains the processes required to become better at: understanding your customer, visualizing and breaking down building projects, understanding component and products use and calculations including waste considerations.

### Course Objectives

1. A good understanding of building practices
2. A knowledge base of products used in the construction of homes
3. Learn to produce an accurate and professional estimate for home buyers

#### Seminar Schedule:

Wednesday, April 3                      8:30 am – 4:30 pm  
Thursday, April 4                         8:30 am – 4:30 pm

**Seminar Fees** (Lunch is included both days)  
**\$375.** (plus HST) per person **ABSDA Members**  
**\$550.** (plus HST) per person **Non-Members**

*Who should attend? – This program is recommended for retailers new to home estimating and those currently involved in home estimating. Suppliers Welcome.*

#### Topics covered in this course:

Estimating as part of the sales process  
Customer Interview  
    Project scopes  
Estimating Processes  
    Project breakdown  
    Component and product applications  
    Waste understanding and applications  
Blueprint Reading  
    Plan views, elevation and cross-section blueprint reading  
Detailed Basic House Estimate  
Roof Estimating made simple with top down view understanding  
    Both gable and hip roof styles with valleys  
Metal Sheathing Estimating concepts and accessories  
Toolbox of industry accepted formulas and tips  
    Fasteners, Roofs, Conversions

Seminar fees include course materials and lunch.

**Cancellation/Substitution Policy:** Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33 1/3% cancellation charge.

<b>Company Name:</b>	<b>Company Contact:</b>
<b>Street:</b>	
<b>City &amp; Prov:</b>	<b>Postal Code:</b>
<b>Telephone:</b>	<b>Email:</b>

#### PARTICIPANT NAMES (Please print or type)

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Seminar fees are subject to H.S.T. - HST #R106736168  
Seminar fees include course materials and lunch.  
**PLEASE RETURN THIS FORM TO:** ABSDA,  
70 Englehart Street, Dieppe, N.B. E1A 8H3  
**Phone: (506) 858-0700 Email: absda@nb.aibn.com**

Method of Payment:



- Cheque enclosed
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